

EXPERT OUTLINES AUTO OF FUTURE

Joseph A. Anglada, of Society of Motor Engineers, Tells of Probable Improvements.

NOT MANY CHANGES

Better Lubrication Will Be Principal Feature—Auto Parts Will Be More Accessibly Located.

The automobile has been carried to such a high state of efficiency and every comfort of the passenger has been looked after with such care that predictions of any wide changes in the car of the future are not regarded as well founded. Among the lesser developments expected in regard to the car and attention a car requires, especially as respects to lubrication, on this point Joseph A. Anglada, of the Society of Automobile Engineers says:

"The car of the future will be provided with more accessible means for lubricating such parts as the spring bolts and steering connections, and the provision for withdrawing oil from the motor and means for furnishing new oil to the motor will be more convenient than in present cars. The parts requiring adjustment and care will be more accessible located, and, in short, cars will be made so that the owner can care for them more readily. They will be refined and such minor details as the adjustable location of pedal pads and steering wheel so as to make the car conveniently adaptable for use of various members of the family, and attention to weight saving, as well as thoroughness of permanent lubrication, will make cars more economical and permanently efficient, so that we may soon expect the car which is the desire of the average owner, the car which requires attention, aside from replenishment of fuel, only once in six months."

Discusses Progress.
Regarding the wonderful progress made in bringing the car to its present stage of development, Mr. Anglada said:

"The modern pleasure motor car speaks for itself when it is appreciated that a trip from coast to coast and return can be made with practically no adjustments requiring mechanical skill, and over highways which are a disgrace to our country. Having reliability, beauty of outline, and equipment which up to a few years ago was considered superfluous in its completeness, it is difficult to imagine wherein our present cars can be much further improved without going to extremes which might be considered extravagant."

"The manufacture of tires has improved wonderfully during the last few years, so that it is now not uncommon to have tires which carry over 6,000 to 7,000 miles, but the engineers of the industry are not satisfied with this. They want greater mileage, and want cars which perform better than our present cars, and one way to get more mileage from tires and better performance is by reducing the weight of the cars."

"Weight reduction was formerly accomplished principally by the use of aluminum castings, but the high cost of this metal prohibits its use in the mass-produced car which the American public demands. The ingenious engineers do not bemoan this fact, but seek their own way to reduce weight by using parts in units and thus dispense with the multitude of couplings, rods, and levers which were formerly used to connect these various parts."

Gives Typical Example.

"A typical example is the combination of the engine, clutch and transmission in one unit with the pedals and hand lever mounted on this unit and this unit mounted directly on the main chassis frame, whereas formerly these parts were separate units, with the motor and transmission mounted separately on a sub-frame and the levers mounted on a separate bracket attached to the main frame. Consequently, with the modern construction, considerable weight, complication and expense are saved in addition to obtaining simpler and more reliable construction."

"The use of pressed steel parts for crankcase bottoms, covers, and various other large and small motor and transmission parts, which were formerly made from castings, and the use of drop forgings of scientifically correct proportions and shapes, in place of malleable iron and steel castings, are other features which have had a potent influence on the reduction of weight, as well as a better understanding of the methods of heat-treating steels, to increase their strength and stiffness. Speaking further of weight reduction, the construction combining the chassis frame with the body, mudguards, and steps will be watched with considerable interest during the coming year in view of the fact that a few makers have seemingly successfully used this construction."

CHILDREN TAKE ANNUAL TRIP TO MOUNT VERNON

Societies of American Revolution Place Wreath on Tomb of "Father of His Country."

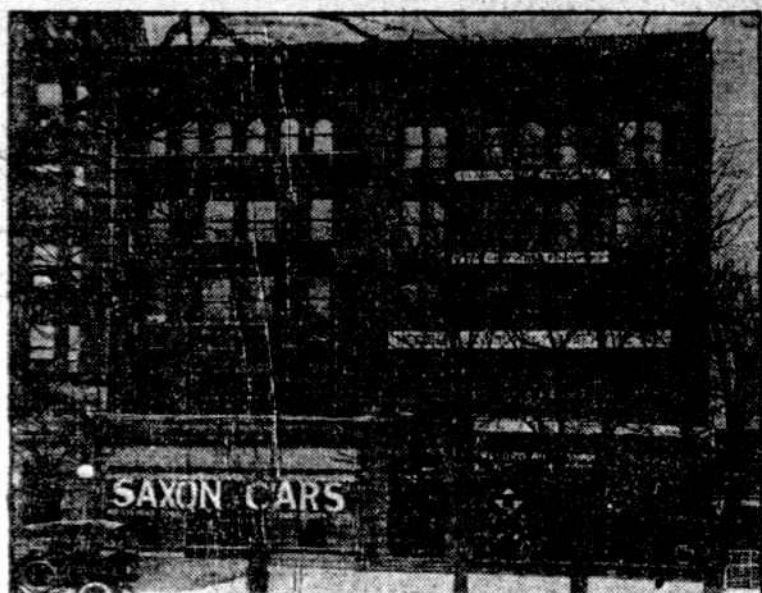
On Saturday, April 22, the societies of the Children of the American Revolution participated in their annual pilgrimage to Mount Vernon, where patriotic exercises were held.

When the host landed the line of march was formed, headed by Ebert Quirolo and Arturo Casanova, seniors of the Capital Society, bearing the flag and the standard of the Children of the American Revolution. They led to the tomb of Washington, where a wreath was placed on the tomb by Master Charles McDowell, of Massachusetts, assisted by Master Francis Carmody, of the Capital Society, District of Columbia.

The party then proceeded to the tree planted by the societies on April 19, 1896, where devotional exercises were held, after which Miss Florence Berryman, of Capital Society, recited "Our Flag of Liberty," which was written for the national society by the founder, Mrs. Daniel Lothrop. Mrs. Lothrop made a patriotic address. The National president, Mrs. Albert S. Cummins, wife of Senator Cummins, also spoke.

Mr. Dodge, superintendent of Mount Vernon, welcomed the societies. Mrs. Catharine Schmidt Nagle conducted a meeting in the summer house overlooking the river. A paper on "Martha Washington" was read by Miss Louise Ford. Mrs. Lawrence Quirolo, one of the national vice presidents of the District, spoke. Mrs. Forbes, of California, and Mrs. McDowell also made short addresses.

Home Of The Saxon



Commodious quarters of the Record Auto Company, distributors for this popular automobile.

Auto Dealers Should Organize, Advises Expert Trade Writer

Agents in Other Cities Find More Profit in Business When Banded Together for Protection in Trade and in Securing Favorable Traffic Regulations.

By "SI" GROGAN.

The average automobile dealer is a pretty good business man. He has invested a large amount of money, a greater sum in fact than he would be obliged to invest as an initial outlay in almost any other business. The prospective customers whom he can hope to convert into owners of his car are limited. These customers must be taken from among the best people, financially speaking, in his locality. Competition in his line is as keen, if not keener, than it is in any other line of endeavor. Ability to induce the prospect to part with this hard earned money for a motor car proves his ability as a salesman.

Notwithstanding, the average purchaser of an automobile comes into the salesroom with the supreme idea that he is the one who is going to make the purchase. In other words, the prospective buyer on his part has something to sell the dealer before he is ready to buy the car on the show floor or in the warehouse.

This thing that he has to dispose of is used automobile. It is estimated that today at least 65 per cent of the motor car buyers are people who already own a machine. It is but natural that with a car already on their hands, before making an outlay of money for a new car, they should endeavor to secure as much for their used machine as can be obtained.

Figures today show that approximately 70 per cent of the dealers in the United States are not making any money. The reason given is that they have been too liberal in making allowances on cars which they are unable to dispose of at anywhere near the price they were taken in at. This in addition to the fact that money invested in them is not bringing in any return. During this same time the insurance and storage on the cars is going on just the same, but every day they remain on the dealer's hands they are depreciating in value. Eventually these cars are sold for a great deal less than the allowance to individuals or are put on the auction block.

In some cities there exist dealers' associations. It is mutually agreed between those engaged in the trade that not over a certain amount will be allowed on any particular model car. If the machine is something out of the ordinary the custom is to call up the man who sold the car, tell him what you have offered to you as a trade and ask what it is worth. No more than the price he sets upon it is allowed. In still other cities they regulate the value of second-hand cars by what the dealers in this class of machines will allow for them. Agents allow just what they can get for them. Both these plans have a tendency to do away with price cutting in its worst form—the undue allowance on the used car. Washington has no dealers' association. It is unfortunate that there is no such

organization in this city. Men engaged in other lines of endeavor are banded together in organizations that work out to their mutual advantage. In other towns there are dealers' associations that have done and are doing a great deal to boost the trade in general. Acting collectively, if there is a proposed ordinance that they deem unfair to their interests, they take the matter up and their contention is a just one, is that the ordinance is never passed. A good example of that was shown in Baltimore recently. The city endeavored to pass an ordinance prohibiting the parking of cars on certain streets without the payment of a special license tax. The automobile dealers of the city, in conjunction with the automobile club of Maryland, took up the fight and at the hearing there were 700 motor car owners present demanding that they be heard.

Washington's traffic regulations have proven distasteful to many, but there has been nothing done about the matter. If there was an organized dealers' body in this city the matter could be brought before them and they in turn take the matter up with the proper authorities. The Retail Merchants' Association has done this successfully on certain regulations to which they objected. They were granted a hearing because they represented an important element of the city's industrial life. The motor car dealers are an important part of the city's business life, but to date they have done nothing about the traffic questions of which they all complain.

LOW PRICED CARS POPULAR.

Real Democracy Has Invaded Realm of Auto Buying.

Real democracy has invaded the realm of motor car buying and today, the millionaire banker, broker, or merchant purchases the low-priced car whereas but a few years ago the man of wealth wanted the most expensive vehicle his money could buy.

This change is due to the great improvements which have been made in cars selling under \$1,000, says a prominent official of the Pullman Motor Car Company. "Numbered among our customers are men of large wealth who have owned all kinds of costly cars, foreign as well as American makes, selling above \$2,500. In exchange for their used cars we have sold them Pullmans and in every case these buyers have expressed their surprise at the excellent durability and pleasant riding which the Pullman line affords."

"Persons who bought costly cars did so because they demanded exclusiveness in design as well as dependability. They now realize that the Pullman combines these features as well as many others."

D. C. AUTO CLUB HAS BUSY WEEK

Twenty-six New Members Added to List, Establishing Record for Period.

APPOINTMENTS POPULAR

Motorists Pleased with Personnel of New Advisory Board Headed by Judge Knapp.

The sterling personnel of the District Automobile Club's advisory board, announced last week, together with the arrival of the motor touring season, was largely responsible for the increased activity apparent at auto club headquarters in the Rieggs Building during the past week. The week just ended saw the addition of more new members to the club than in any previous similar period since the launching of the organization.

Twenty-six new members were added, as follows: Roscoe C. Bruce, George M. Meredith, J. R. Simpson, Jr., John H. Cowles, R. H. Van Dornan, U. S. A.; E. B. Thompson, Dr. J. M. Flint, John Dolph, C. O. Hall, Soterios Nicholson, Robert S. Woodward, Mrs. Joseph E. Thropp, F. S. Durston, H. C. Train, James S. Harlan, A. W. Bittling, Gen. Charles L. Pittsigh, John V. Hansen, W. M. Prall, R. E. Marshall, M. J. Lawrence, R. I. Kennedy, Oscar A. Knipe, Mrs. Henry W. Fitch, and Lieut. M. L. Hersey, U. S. N.

Popular Appointment.

The naming of Judge Martin Knapp as president of the advisory board seems to have met with popular approval, as did the selection of the other members of the board, all of whom are ardent motorists, men of high standing in the National Capital and eminently fitted to represent the great organized body of Washington motorists.

Throughout the past week President John A. Wilson, of the American Automobile Association, who named the board, was deluged with congratulatory letters upon his choice of men for places on the committee.

A meeting of the new advisory board will be called within the next few days, and the first subject to have its attention will be local traffic regulations. The bill will be followed by a discussion of the bill introduced in the House by Representative Page, of North Carolina, providing for an annual horsepower tax upon District-owned motor cars, and the bill of Representative Miller, of Delaware, relative to speed limits.

The diversity of professional callings represented by the men composing the club's advisory committee is worthy of more than passing notice.

TO FRISCO IN SAXON.

Women Are Making Long Drive in "Four" Roadster.

When the Saxons dominated England they were lords and masters of their women. Suffrage for the gentler sex was not dreamed of by them. But the ages have made changes and the Saxons have kept pace with the times.

For that reason alone the selection of a Saxon "Four" roadster as the car to bear Mrs. Alice Snitzer Burke from New York to San Francisco, in the interest of the votes-for-women movement, was in line with the progress of Saxon ideals. Officials of the Saxon Motor Car Company, however, consider it a distinct tribute to the sturdiness and reliability of the motor car. Mrs. Burke, accompanied by Miss Nell Richardson, expects to cover 10,000 miles of ground between New York and the Western coast, and every foot will be traveled in the little roadster.

Mrs. Burke and Miss Richardson expect to speak in every city along their route. They left equipped with all manner of luggage for a long journey. In addition to their personal effects, the roadster carried a typewriter and a sewing machine. Both Mrs. Burke and Miss Richardson believe that every woman should be able to do her own dress repairs, and they had a small sewing machine fitted to be carried in the motor car so that they could keep their garments in order throughout the long journey.

The roadster, now the "Golden Flyer," is a stock car and desires only its regular alternate in driving the machine, and they are confident that they can even change a tire, should this prove necessary along the country roads and away from garage facilities.

COMPANY HAS RIFLE CORPS.

Paige People Believe in Preparedness Plans of United States.

Right in line with its active efforts among its own employees for the promotion of preparedness and the making of loyal and efficient American citizens, is the action taken by the Paige-Detroit Motor Car Company to organize a rifle corps from the workers in its factory.

Recently President Harry M. Jewett addressed seventy of his department heads on the general subject of preparedness and citizenship, illustrating his ideas with specific facts on the present state of this country in the matter of defense. The Paige company had also opened a citizenship bureau so that every employee in the great factory who had not become a naturalized citizen might find the opportunity and the way made easy for him.

The Paige Rifle Corps is the latest step in President Jewett's campaign to make his plant and his organization a solid unit in the prevailing movement for efficient citizenship. Preliminary to the organizing of the corps the Paige workers were invited to be the special guests of the Preparedness Y. M. C. A. Rifle Corps, watch the practice and exercise their own skill if they desired.

About 200 men accepted this invitation and became immensely enthusiastic over the work that is being done at the Y. M. C. A.

The plant, a large, coarse banana, suitable for cooking and a good stand of the tropics. The people of the United States thus far have not been educated to its use.



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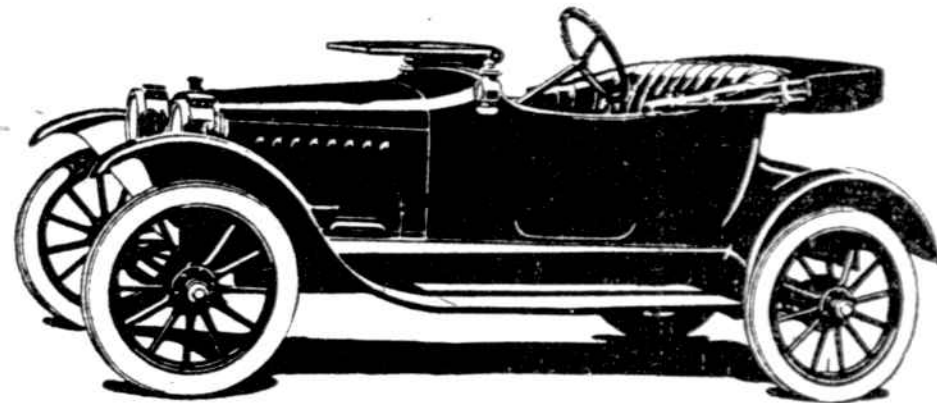
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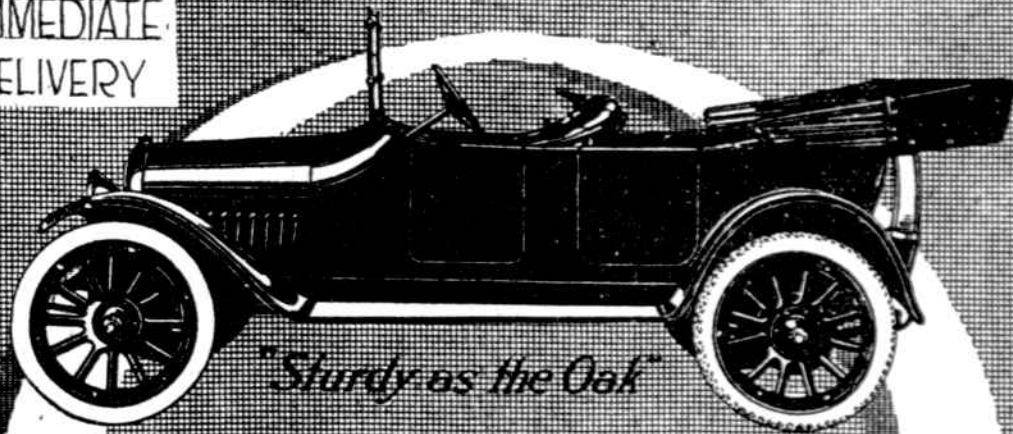
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